FEMA NFIP Agent Training Program







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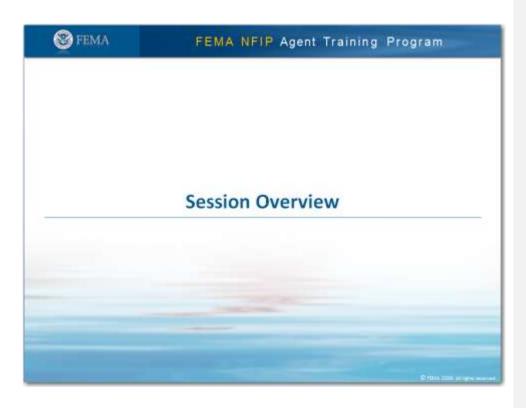


Few Reminders





Session Overview





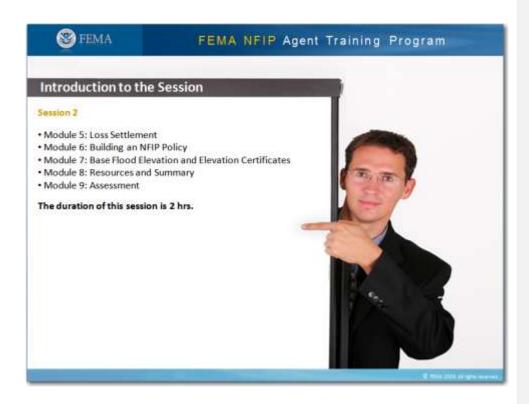
Welcome!



Recall your learning from the previous session and share at least one important takeaway.



Introduction to the Session



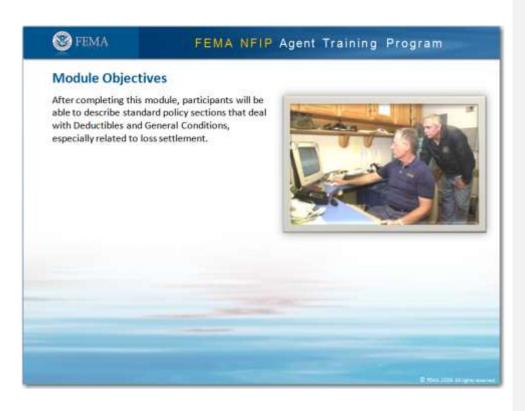


Module 5: Loss Settlement





Module Objectives





Getting Started with Loss Settlement



Here are some examples of questions that clients ask about loss settlements. Think about these questions.



Topic 1: NFIP Loss Settlement Options

Topic Objectives





Deductibles



The Rating chapter in the NFIP Flood Insurance Manual contains complete rate tables. Section III of that chapter shows the deductible, which is \$2,000 in the emergency program, and either \$2,000 or \$1,000 in the regular program, depending on the flood zone and building construction date.

Separate deductibles apply for Coverage A and Coverage B.

The deductible amount doubles for buildings under construction.

As the policy specifies, there is no deductible applied to loss avoidance measures (for example, sandbagging prior to a flood), loss assessments from a condo association, and Coverage D (increase cost of compliance after a flood).



How NFIP Covers Loss



It is important to understand that for most loss, the NFIP policy pays Actual Cash Value (ACV), **not** Replacement Cost Value (RCV).

The policy does pay replacement cost on single-family dwellings, for the building only (Section VII-V-1-a of the policy).

Replacement cost is provided for property owned by a residential condominium association.

Otherwise, loss is covered at ACV, not RCV. Insured parties need to understand this because physical depreciation will be applied. In a way, this is similar to automobile coverage. If you total your car, you do not receive RCV; you receive the ACV.

The policy has a special loss settlement for manufactured homes, mobile homes, and travel trailers that qualify as insurable buildings (Section VII-V-3 of the policy).



Replacement Cost



Here is a summary of the conditions under which almost all replacement cost applies.

Replacement cost applies to 'single-family dwellings.' The coverage for single-family dwellings is more restrictive than most of the coverage under the dwelling policy. A two-family duplex in a single building would not qualify as a single-family dwelling.

RCV applies only if the dwelling is your principal residence, which means the insured has lived in the dwelling for at least 80 percent of the time in the past year (or 80 percent of the period owned, if less than a year).

In addition, insurance must be 80 percent of the full replacement cost of the dwelling (or the maximum available under the policy).



Replacement Cost under RCBAP



There is some replacement cost coverage available to the condominium association, though not to the owner of an individual condominium unit.

The RCBAP specifies that the building itself must be insured to 80 percent of its replacement cost.

The condo association policy has a coinsurance penalty clause, which is not the case for the Dwelling or General Property policy.



Coinsurance refers to a penalty on loss payment due to insuring less than 80% of replacement cost or maximum limits available in the NFIP. This can result in severe reduction of the claim payment.





- 1. If the RCBAP is insured 75% to RCV, will a claim be settled on a replacement cost basis?
 - a. Yes
 - b. No
- 2. Which of the following statements is true for deductibles?
 - a. Separate deductibles apply for Coverage A and Coverage B.
 - b. The deductible amount for finished buildings and buildings under construction is the same.
- 3. Which of the following conditions should be met to qualify for RCV? Select all that apply.
 - a. Building coverage must be at least 80 percent of the full replacement cost of the building.
 - b. Building must be a 2-4 family dwelling
 - c. Must be your principal residence
 - d. Building must be a single family dwelling



Actual Cash Value



All other building coverage is for ACV, not RCV. This includes multiple-family dwellings as well as single-family dwellings that are not eligible for RCV. For example, a single-family dwelling that is not the family's principal residence is eligible for ACV.

ACV also applies to small mobile homes used as dwellings as well as detached garages and non-residential buildings.



The personal property coverage, which includes personal contents in the building, is always at ACV.



Manufactured/Mobile Homes and Travel Trailers



Special loss settlement applies to manufactured homes, mobile homes, or travel trailers. These structures must qualify as dwellings under the policy. They must be built on a chassis, fixed to a permanent foundation, and must have at least the minimum specified sizes.

Partial losses that are feasible to repair and can bring the dwelling back to its predamage condition are covered at replacement cost.

If the dwelling is a total loss, the special settlement terms apply.



Total loss refers to a condition where a building is totally destroyed or damaged to such an extent that, in NFIP's judgment, it is not economically feasible to repair, at least to its pre-damage condition.



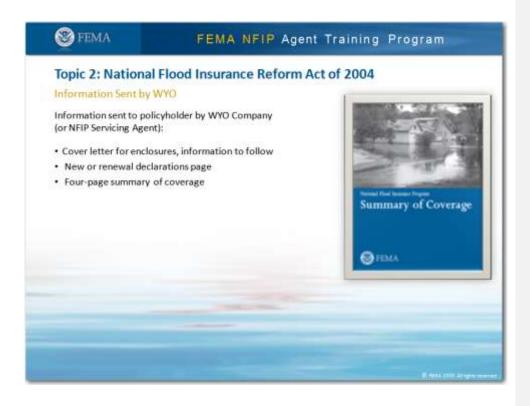
Topic 2: National Flood Insurance Reform Act of 2004

Topic Objectives





Information Sent by WYO



Here's FEMA's definition: two walls and a roof.

Under the Flood Insurance Reform Act (FIRA), the policyholder receives a great deal of information about his insurance.

The WYO carrier or NFIP servicing agent sends a packet that includes a cover letter, a new-policy or renewal declarations page, and a four-page summary of coverage.



Information Sent by FEMA



In addition, FEMA sends a packet directly to the insured. Along with a cover letter, FEMA sends the loss history for the insured property, a claims handbook, and an acknowledgment form for the insured to sign and return to FEMA.

Some agents will ask the client to send them a copy of this acknowledgment. This copy indicates the agent's interest in the client's affairs, and also lets the agent know that the client has actually received the information from FEMA.



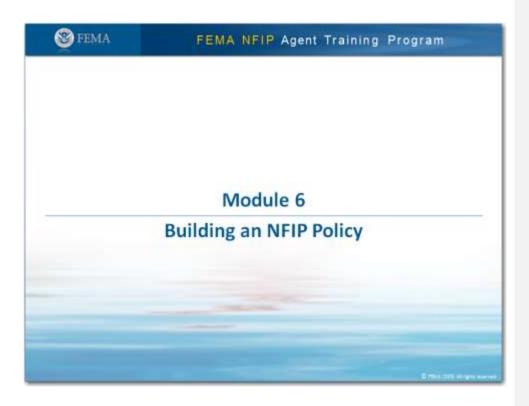


Poll Question: What do you think?

- 1. Is there a separate deductible for the building AND the contents?
 - a. Yes
 - b. No
- 2. I would like to purchase a replacement cost endorsement for my personal property. Is that possible?
 - a. Yes
 - b. No
- 3. My print shop has sustained a total loss from flood damages. I have maximum coverage limits of \$500,000. Will depreciation be deducted to my loss?
 - a. Yes
 - b. No



Module 6: Building an NFIP Policy



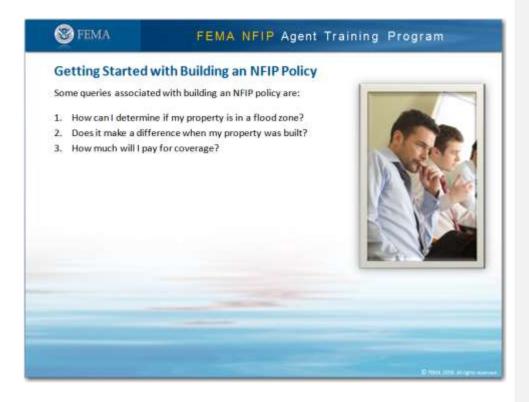


Module Objectives





Getting Started with Building an NFIP Policy

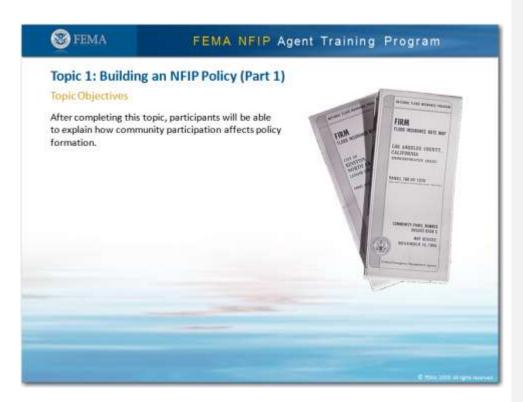


Here are some examples of questions that clients ask. Think about these questions.



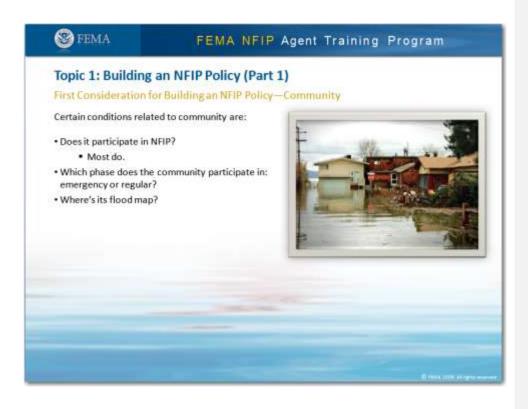
Topic 1: Building an NFIP Policy (Part 1)

Topic Objectives





First Consideration for Building an NFIP Policy—Community



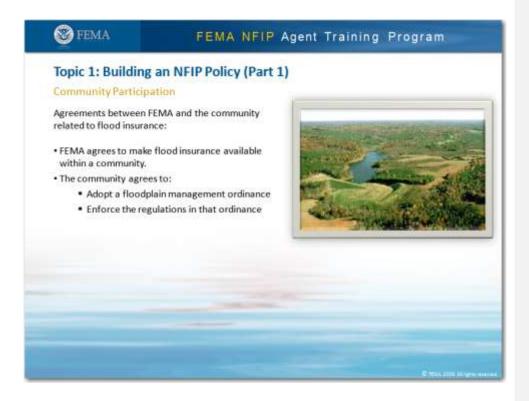
The first consideration is whether the community participates in the program. If it does not, you cannot sell an NFIP flood insurance policy.

If the community participates, you need to know whether it is via the emergency or the regular program.

And you also need to know how to find the community's flood map.



Community Participation

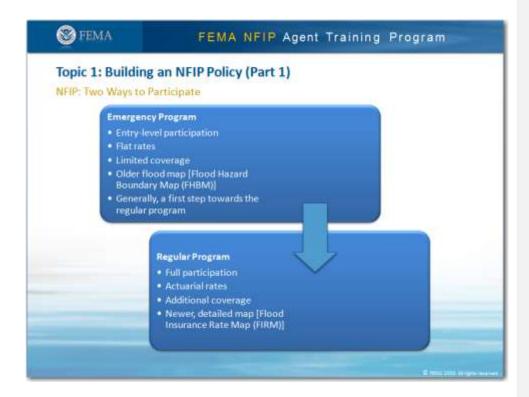


The essence of NFIP is partnership. FEMA agrees to make flood insurance available in participating communities. The communities, in turn, agree to adopt floodplain management ordinances and enforce them.

These ordinances can determine where you can build, and at what height the lowest floor of your building might need to be.



NFIP: Two Ways to Participate



The emergency program is the entry level of participation in NFIP. It offers flat rates for limited coverage. Communities in the emergency program use older flood maps with less detail.

In general, the emergency program is a first step toward the regular program.

The regular program is for communities that participate fully in NFIP. The insurance in the regular program uses actuarial rates, and provides for additional coverage.

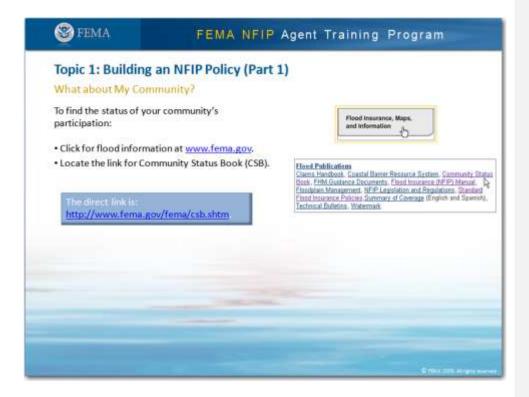
Most important, the regular program uses much detailed Flood Insurance Rate Map (FIRM).

Simply put, these detailed maps show more risk and allow more coverage than other maps. On the other hand, limited knowledge of risk, limits the amount of coverage one can purchase.





What about My Community?

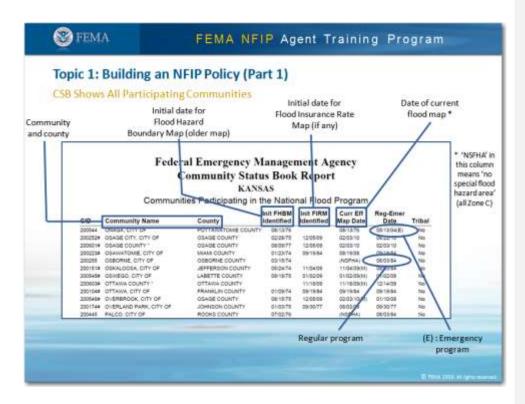


Once again, here's how to find the Community Status Book (CSB) at the FEMA.gov Web site.

From the main page, click the box for flood insurance, maps, and information, then find the link for the CSB. Or, you can bookmark the direct link.



CSB Shows All Participating Communities



Here's how to read the CSB report.

- First, you have the name of the community and the county it is located in.
- > If there is a Flood Hazard Boundary Map, which is an older flood map, the date of that map appears in this column.
- > The next column shows the **initial date** for any FIRM.
- Next, the date of the current flood map, which may be more recent than the initial map due to changes. As the note shows, you will sometimes see No Special Flood Hazard Area (NSFHA) in this column, which means the community is all in Zone B, C, or X.
- ➤ The next column shows the date on which the community joined either the regular or the emergency program. Note the example date of 11/15/78.
- The date shows that the county of Osage, KS 02/03/10 joined the regular program on that date.



- ➤ The next example has a date of 7/28/95, followed by an E.
- > The E indicates that City of Onaga, KS joined the emergency program on that date. E for emergency.

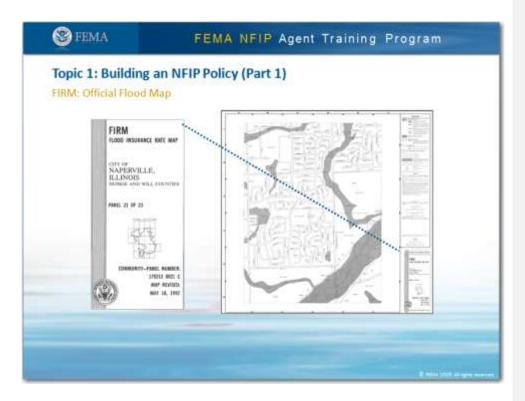




- 1. Which of the following community participation programs uses a detailed flood map?
 - a. Emergency
 - b. Regular
- 2. What would you interpret if you see NSFHA written in the Current **Effective Map Date column of the Community Status Book report?**
 - a. The community is in Zone A
 - b. The community is in Zone X
 - c. The community is in Zone V
- 3. Which of the following items do you find in a Community Status List? (Select all that apply.)
 - a. Base Flood Elevations
 - **b.** Community Name
 - c. Community ID Number
 - d. Regular and Emergency Program communities
 - e. Coverage that can be purchased within a community



FIRM: Official Flood Map

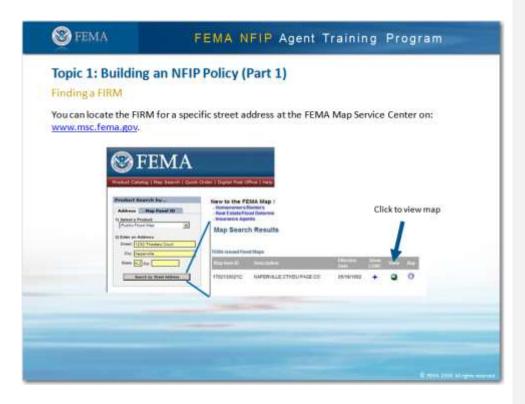


We have talked about FIRMs earlier. This is an example of an FIRM for the area around Naperville, Illinois. The typical FIRM is made up of several panels. You can see the rectangular panels on the cover of the FIRM.

The map that you are looking at is panel 21 of 23 panels that make up this FIRM.



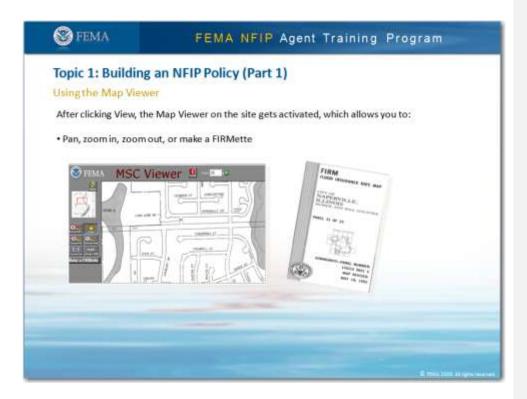
Finding a FIRM



You and your clients can locate the FIRM for a specific street address at the FEMA Map Service Center. As the example shows, you enter the address and search. Then, click View to display the FIRM.



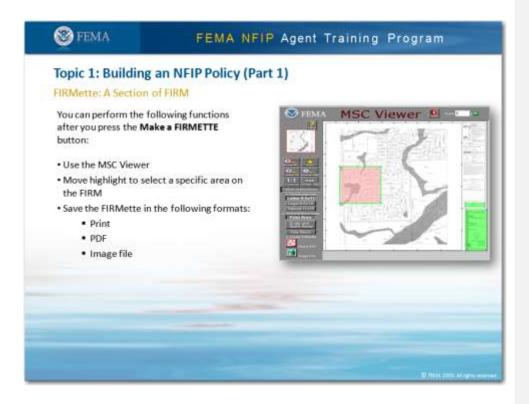
Using the Map Viewer



Within the Map Viewer, you can pan across the FIRM, zoom in and out, and examine any detail of the map by clicking View.



FIRMette: A Section of FIRM



A FIRMette is a section of a FIRM. Most often, you use it to show the flood zone in the immediate area of a street address.

As the slide shows, when you press the **Make a FIRMETTE** button, you see the entire panel, with two areas highlighted.

The green area is the cover of the FIRM.

The pink area is the detailed section that will appear in the FIRMette. You can drag this pink highlight to any part of the panel.

The tool has options for printing the FIRMette, for saving it as PDF, and for saving it as an image file (a picture).



FIRMette: Good Reference for the Insured

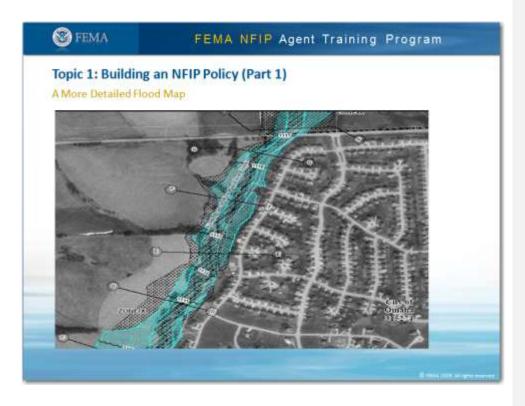


Here is the complete FIRMette for one location on panel 21 of the FRIM for Naperville, Illinois. If you had a client whose address was on Carlyle road, in the center of the map, your client could see that Zone A is right at the end of the street.

However, this does not mean that it never floods at the east end of Carlyle Road. It simply means that most of Carlyle Road is **not** in Zone A. However, other conditions can cause flooding. For example, very heavy rainfall can occur even in areas that have never flooded from streams, rivers, lakes, or the ocean.



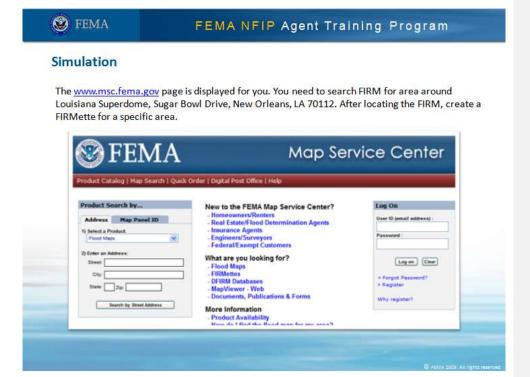
A More Detailed Flood Map



This is a newer type of flood map, using digitized images of the area rather than printed lines. Here, the high-risk zones appear in color.



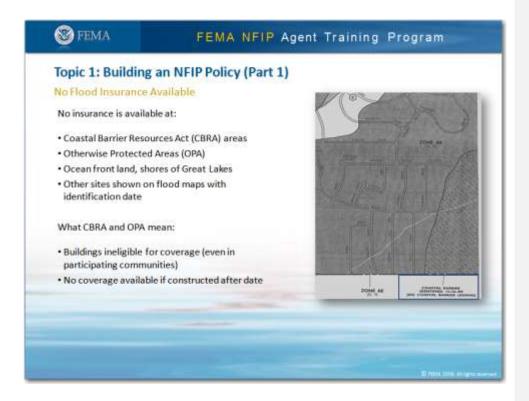
Simulation



The www.msc.fema.gov page is displayed for you. You need to search FIRM for area around Louisiana Superdome, Sugar Bowl Drive, New Orleans, LA 70112. After locating the FIRM, create a FIRMette for a specific area.



No Flood Insurance Available



We have talked about participation in NFIP.

It is important for you and your clients to understand that there are certain areas where no insurance is available from NFIP.

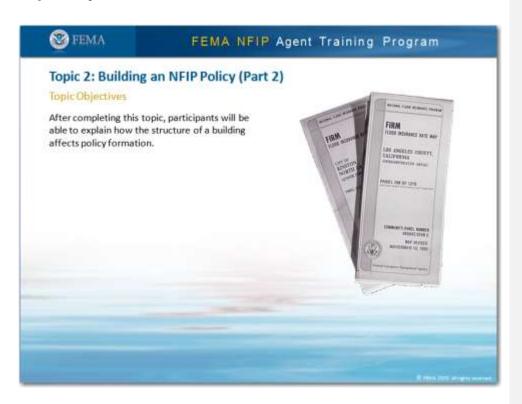
The CBRA has designated certain coastal areas in which buildings are not eligible for coverage. OPA may not exist along the ocean.

Both CBRA and OPA areas are designated on flood maps. There is no coverage available for new construction after the identification date in these areas.



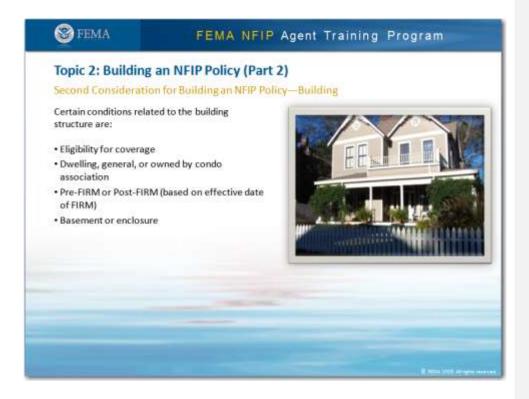
Topic 2: Building an NFIP Policy (Part 2)

Topic Objectives





Second Consideration for Building an NFIP Policy—Building



Let us consider the conditions displayed on the slide, which you need to consider before quoting an NFIP policy based on building structure.



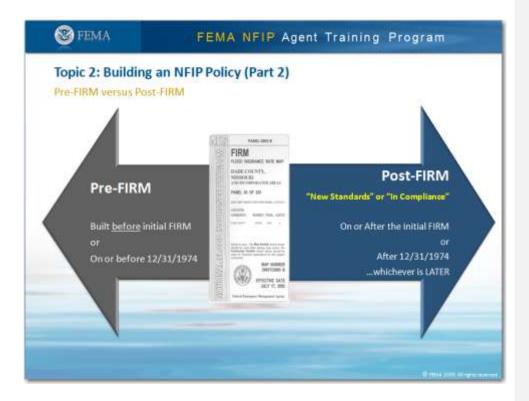


1. Which of the following properties are insurable?

- a. Image A
- b. Image B
- c. Image C
- d. Image D



Pre-FIRM versus Post-FIRM



Here's FEMA's definition: two walls and a roof.

You will hear the terms "pre-FIRM" and "post-FIRM" often. They have two meanings.

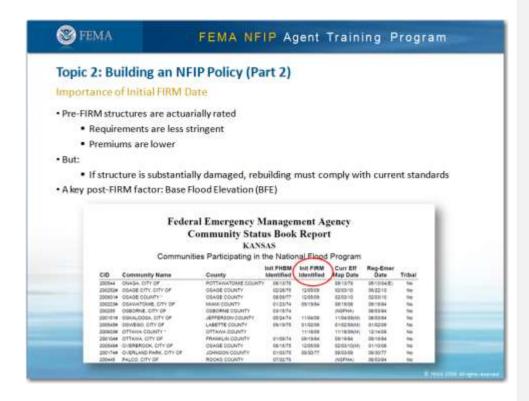
- > The first is whether a building was built on or before December 31, 1974, which is the earliest date for a FIRM.
- The second has to do with the initial FIRM date for a community, which may be later than 12/31/74.

What matters is the later of the two.

Notice the "Initial FIRM Identified" dates in this sample. The first community has a date of 11/15/78. Buildings constructed after that date are considered post-FIRM; buildings constructed before that date are pre-FIRM.



Importance of Initial FIRM Date



Pre-FIRM buildings are actuarially rated, that is they are exempt from some of the post-FIRM requirements. This means that their premiums are lower than the actual risk, though typically the coverage limit is lower as well.



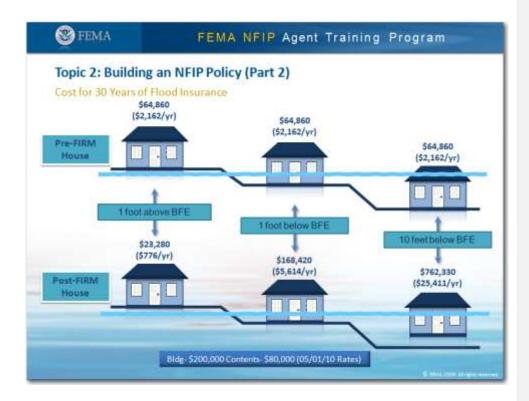
Note: If a pre-FIRM structure is substantially damaged, repair or rebuilding must bring the structure into compliance with current standards, not those in existence pre-FIRM.

You will see the term Base Flood Elevation (BFE) in this context. In high-risk flood zones, BFE indicates a water surface elevation that can be reached or exceeded by a flood with a one percent chance in any given year.

Previously, you might have thought that the hundred-year flood level, but "one percent chance in a year" is a better label.



Cost for 30 Years of Flood Insurance



This slide shows the effect of pre-FIRM and post-FIRM status for identical buildings.

The first three houses shown on the slide are pre-FIRM houses. The one on the left has its lowest floor one foot above BFE. The one in the middle has its lowest floor one foot below BFE. The one on the right has its lowest floor 10 feet below BFE.

Because these are pre-FIRM houses, they all pay the same premium for insurance, which amounts to \$2,162 per year and subsequently works out to \$64,860 in premiums over the 30-year life of a mortgage.

Let's check the effect of BFE on post-FIRM houses.

The house that is one foot above BFE pays a premium of only \$776 per year because it has a lower risk of flood. This premium amounts to \$23,280 over the life of the mortgage.



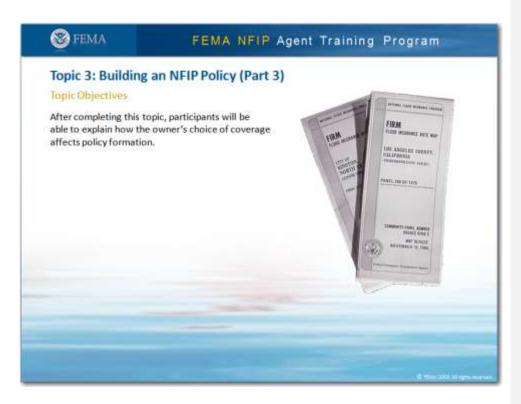
The house with its lowest floor one foot below BFE has a much higher premium of \$5,614 per year, or \$168,420 over the life of the mortgage.

Finally, a post-FIRM house that's ten feet below BFE would pay a premium of over \$25,411 a year or \$762,330 over the life of its mortgage.



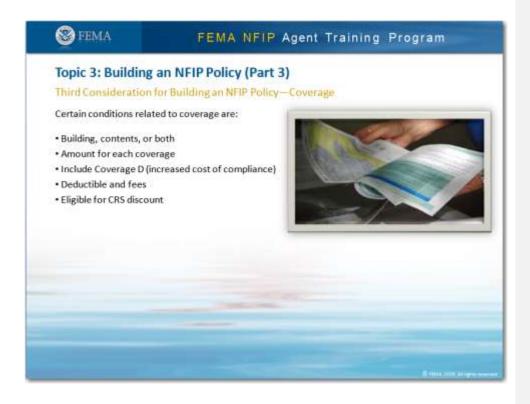
Topic 3: Building an NFIP Policy (Part 3)

Topic Objectives





Third Consideration for Building an NFIP Policy—Coverage



The third set of factors in building a policy involves the kind of coverage the owner wants to have.

The owner may:

- Insure only the building property, only the personal property, or both.
- > Choose the amount for each type of coverage.
- > Decide whether to include Coverage D (increased cost of compliance).



Detail for all of these appears in the Ratings section of the NFIP Flood Insurance Manual.

You consider the deductible level, as well as fees that apply to the policy.



Example: Basic and Additional Limits



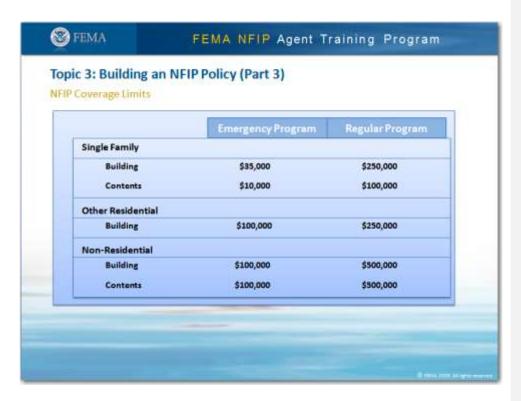
One way to serve your customers is to help them understand that insurance above the basic level is not expensive. The regular program has different rates for the basic limit and for additional coverage.

This slide shows the basic and additional limits. You would add them together to get the maximum—for example, \$250,000 in all for building coverage on a single-family dwelling.

Examine the Rate per \$100 column. Additional coverage is generally less expensive as the basic coverage.



NFIP Coverage Limits



This chart represents the maximum available coverage limits for both building and contents split out by building types for both the Emergency and Regular Programs.



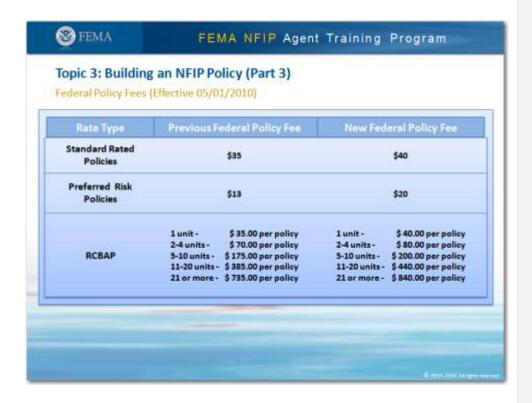


Poll Question

- 1. Consider that you are writing flood insurance on a single family residential building located in the City of Onaga, KS. What would be the maximum coverage for the building?
 - a. \$250,000
 - b. \$100,000
 - c. \$35,000
 - d. 10,0000
- 2. Consider that you are writing flood insurance on a residential building located in Osage County, KS. What is the maximum coverage that could be written on the building?
 - a. \$250,000
 - b. \$100,000
 - c. \$35,000
 - d. 10,0000



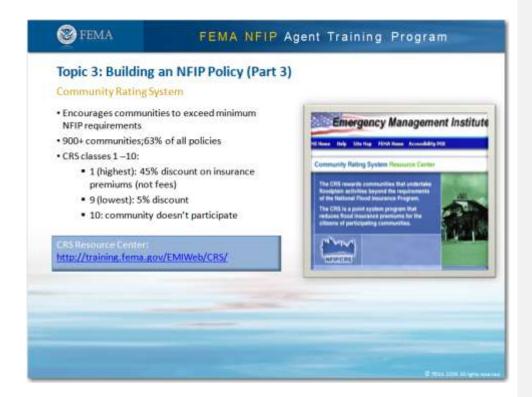
Federal Policy Fees (Effective 05/01/2010)



Effective 05/01/2010, the Federal Policy Fee was increased for standard rated policies from \$35 to \$40 and on PRP's from \$13 to \$20. The federal policy is a mandatory fee that applies to all NFIP policies including RCBAP policies.



Community Rating System



NFIP has established a Community Rating System (CRS) to encourage communities to go beyond the minimum requirements of the program.

Depending on the actions of the community, it can belong to classes from 1 to 9 in CRS. (A class of 10 means the community is not participating.)

In a community rated 9, there is a 5 percent discount on the premiums. That discount increases until in communities rated as 1, the discount is 45 percent.

The NFIP Flood Insurance Manual includes a CRS section listing participating communities, and there's an online CRS Resource Center.



Examples of Dwelling and Building



A quick return to something you saw earlier: annual premiums in selected zones.

Dwelling

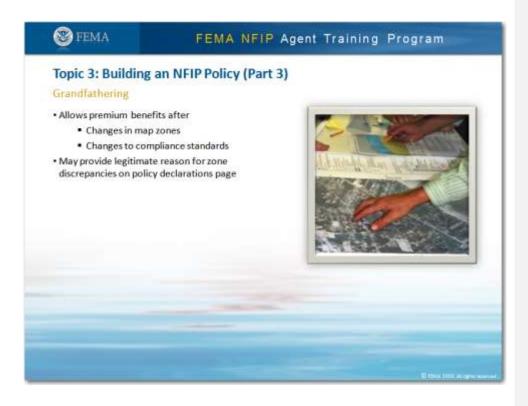
The slide shows the premium for a single-family, one floor home, with no basement, in a regular-program community. The dwelling would be in zones B, C, or X. The chart shows the premium for both building and contents, building only, and contents only.

Building

The slide shows a non-dwelling example for the same community. This is the premium for, a one-floor building with no basement, zones B, C, or X.



Grandfathering



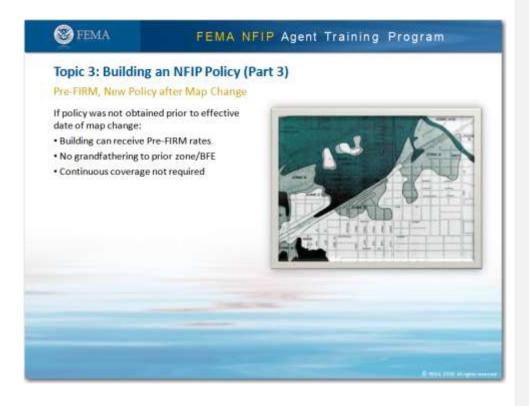
One final topic is the concept of grandfathering.

This provides a way to maintain previous premium levels following events such as changes in zones or changes to compliance standards resulting from flood map revisions.

The grandfather rule can provide an explanation for the zone listed on the policy declarations page does not match the lender's Standard Flood Determination Form.



Pre-FIRM, New Policy after Map Change

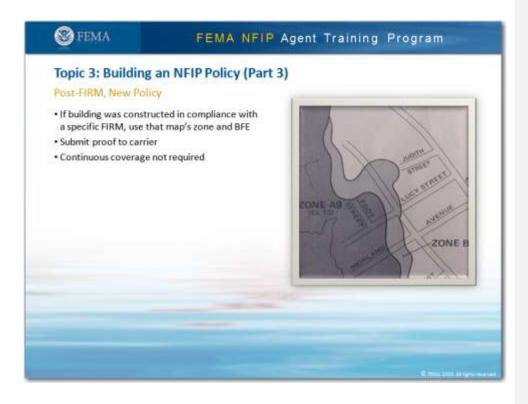


Buildings that existed before the community adopts floodplain management ordinances or before the initial FIRM for the community are rated based on special Pre-FIRM rates—treated as though those requirements do not apply.

For example, a community received its initial FIRM on July 1, 1995. Mr. Smith applies for a flood insurance policy on his pre-FIRM home in the following year. He will receive the pre-FIRM rates for his policy and will not benefit from the grandfather provision to use the zone or BFE prior to the map change or the BFE.



Post-FIRM, New Policy



If a policy was purchased after the effective date of a map change, the policyholder is eligible to maintain the prior zone and BFE on the FIRM at the time of construction. Documentation of the prior zone or BFE is required.



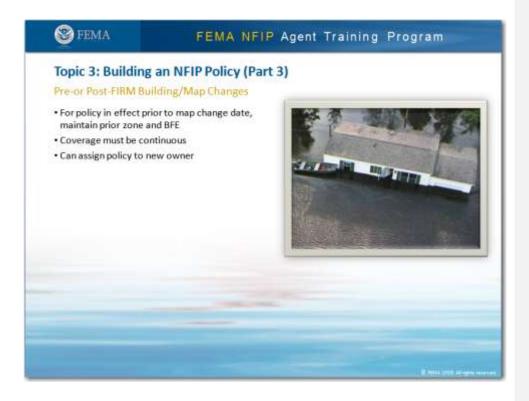


Poll Question

- 1. Consider that your community is an emergency program community. How much is the maximum amount of building coverage for a single family dwelling?
 - a. \$35,000
 - b. \$45,000
 - c. \$250,000
 - d. \$100,000
- 2. Ms. Moretti built a new home in a Zone X on March 1, 2000, nearly five years after the initial FIRM for the community. The map was updated again in 2002 and the zone changed to Zone AE . Ms. Moretti decides to buy flood insurance for the first time. Which FIRM would be used to take advantage of the grandfather provision?
 - a. The FIRM revised in 2002
 - b. The FIRM in effect at the time of construction



Pre-or Post-FIRM Building/Map Changes



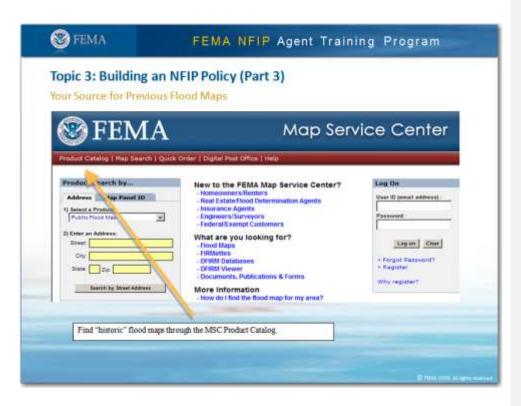
Whether a building is pre-FIRM or post-FIRM, if a policy is in effect on the date the flood map changes, the building keeps the previous zone and BFE.

The owner must maintain coverage continuously.

If that happens, the grandfathering can apply to the new owner of the property if that person maintains the flood insurance policy.



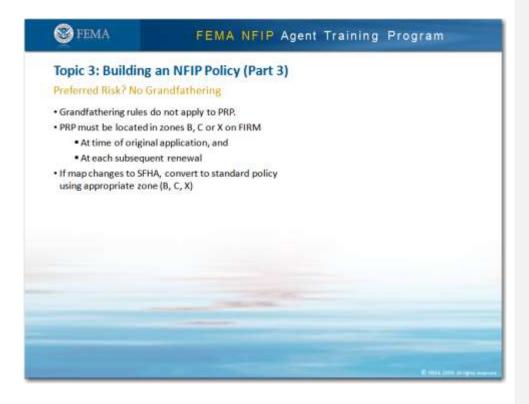
Your Source for Previous Flood Maps



If you need to document a flood map in effect, prior to the current flood map, your best resource is the Map Service Center. Through the product catalog, you can find historic flood maps.



Preferred Risk? No Grandfathering



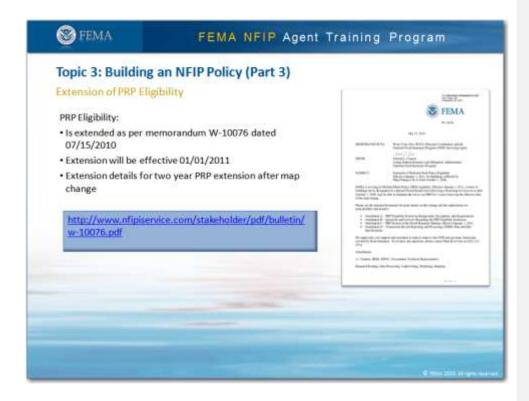
You should know that grandfathering does not apply to the Preferred Risk Policy (PRP), which is available in moderate to low risk zones.

Buildings covered by the PRP must be located in Zones B, C, or X at the time of the original application, and at each subsequent renewal of the policy.

If the zone changes to a Special Flood Hazard Area, the property owner must convert to a standard policy for the appropriate zone.



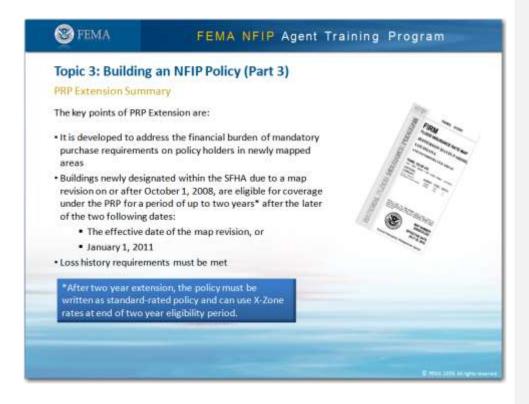
Extension of PRP Eligibility



FEMA is revising its PRP eligibility. Effective January 1, 2011, owners of buildings newly designated in a SFHA following a flood map revision on or after October 1, 2008, may be able to maintain the lower cost PRP for two years following the effective date of the map change.



PRP Extension Summary



Over the past several years, the NFIP has been engaged in several initiatives to remap areas of the United States, especially those that are subject to a high risk of flooding. These initiatives include MapMod, RiskMAP, and the Provisionally Accredited Levee (PAL) program. A growing number of concerns have been raised about the implications of the initiatives, especially the mandatory requirement to purchase flood insurance that is imposed by federally regulated lenders on those with mortgages for buildings newly included in SFHAs on the revised maps. The primary concern involves the cost of the flood insurance. In light of these concerns, and based on detailed financial and other analysis, the NFIP is implementing a measure that will help ease the financial burden on affected property owners. With this change, property owners should have adequate time to understand and plan for the financial implications of the newly communicated flood risk and the mandatory purchase requirement.



PRP Two-Year Eligibility Extension

For policies effective on or after January 1, 2011, FEMA is extending PRP eligibility for two policy years following the effective date of a map change for buildings newly included in SFHAs. The following conditions apply for the extended eligibility:

- > Buildings that were newly designated within an SFHA due to a map revision on or after October 1, 2008, and before January 1, 2011, are eligible for a PRP for two policy years. Property owners affected by these previous map revisions will be eligible for the PRP for the two policy years effective between January 1, 2011, and December 31, 2012.
- Buildings that are newly designated within an SFHA due to a map revision on or after January 1, 2011, will be eligible for a PRP for two policy years from the effective date of the map revision.

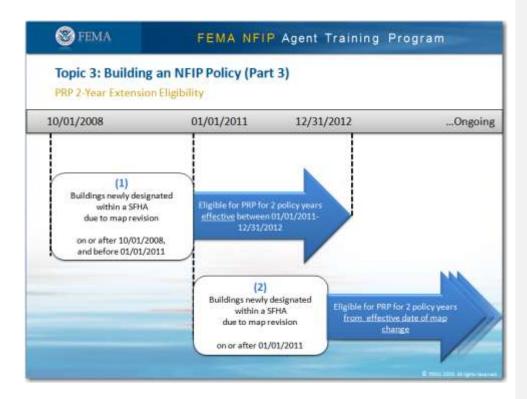
Buildings meeting the above requirements must also meet the PRP loss history requirements. If there are two claims or disaster relief payments for flood loss of \$1,000 or more, or three loss payments of any amount, the structure is ineligible for the PRP.

Policies issued as standard-rated policies or converted to standard-rated policies following a map change on or after October 1, 2008, may be converted to the PRP for two years beginning on the first renewal effective on or after January 1, 2011. In addition, unless it was issued in error, any existing standard-rated policy issued effective prior to January 1, 2011, will not be eligible for refunds.

At the end of the extended eligibility period, policies on these buildings must be written as standard rated policies. Buildings insured under the PRP during the 2-year PRP eligibility extension may be rated using X-Zone rates when their policies are renewed as standard-rated policies at the end of the two-year eligibility period.



PRP 2-Year Extension Eligibility



Which properties are eligible for the 2-year Preferred Risk Policy (PRP) extension?

Under the provisions of the PRP 2-Year Eligibility Extension, effective January 1, 2011, a building is eligible for a PRP for 2 years after the building's flood zone is redesignated as a Special Flood Hazard Area (SFHA) through a map revision, so long as the building also meets the PRP loss history requirements. The following conditions apply for the extended eligibility:

> Buildings that were newly designated within an SFHA due to a map revision on or after October 1, 2008, and before January 1, 2011, are eligible for a PRP for 2 policy years. Buildings affected by these previous map revisions will be eligible for the PRP for the 2 policy years effective between January 1, 2011, and December 31, 2012.



> Buildings that are newly designated within an SFHA due to a map revision on or after January 1, 2011, will be eligible for a PRP for 2 policy years from the effective date of the map revision.

At the end of the extended eligibility period, policies on these buildings must be written as standard-rated policies.



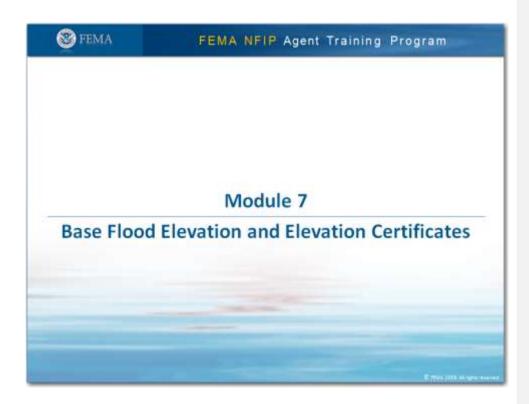


Poll Question: What do you think?

- 1. What is the best source to determine if your client's property is in a flood zone?
 - a. Ask my neighbor if the structure has ever flooded
 - b. Inquire with my real estate agent
 - c. Review the FIRM
 - d. Test the home for mold
- 2. Does it make a difference when your client's property was built?
 - a. Yes
 - b. No
- 3. What factors will affect how much my client pays for coverage?
 - a. Flood zone
 - b. Date of construction
 - c. Occupancy
 - d. A and B
 - e. A and C
 - f. All of the above



Module 7: Base Flood Elevation and Elevation Certificate





Module Objectives





Getting Started with BFE and EC



Here are some questions to consider. Think about these questions.



Topic 1: Elevation Certificates

Topic Objectives





Elevation



For flood insurance, **elevation** refers to structure height relative to the BFE.

A structure above BFE is less likely to experience flood damage, and hence, receives more favorable premiums.



Base Flood Elevation



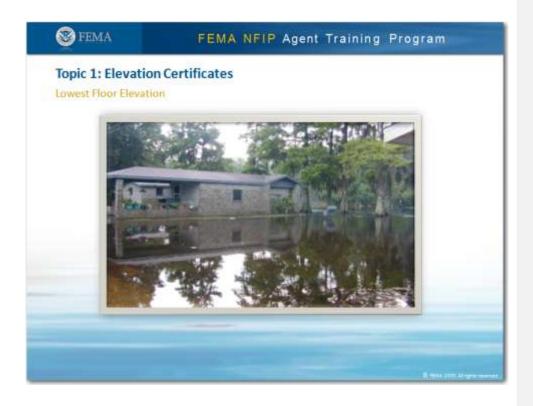
Base flood is a flood that has a 1 percent chance of being equaled or exceeded. You can think of BFE as the expected height of that 1 percent chance flood.

BFE is an "expected" level, not a guarantee.

In the photo, you see a building that has been elevated above the BFE for its area. Although there is flooding, none of the living space in the building has been damaged by the flood.



Lowest Floor Elevation



Here's another building. The Lowest Floor Elevation (LFE) represents the lowest elevation of the structure representing the risk of flooding. The LFE could be the first floor, basement floor, enclosure floor, or even the level of machinery and equipment. Later we will see where that information is captured on the elevation certificate.

Often, structures like the one shown on the slide may have their LFE equal to the BFE causing higher risk and higher premium.





Poll Question

- 1. Refer to the image on the whiteboard and determine if the flood is above or below the expected BFE level.
 - a. Above
 - b. Below
 - c. Cannot be determined





Poll Question

- 1. Refer to the image on the whiteboard and decide which line represents the Lowest Floor Elevation for the building.
 - a. A
 - b. B
 - c. C



Why an Elevation Certificate?



The main purpose of an EC from an insurance perspective is to document the level of the lowest floor of a building. What is the level of the bottom floor? What is the level of the adjacent grade?

The NFIP Flood Insurance Manual and the EC contain diagrams to illustrate where to take these measurements.



What an Elevation Certificate Does?



The EC is a multi-purpose form. It documents or certifies the elevation of a building. In addition, it can document compliance with community flood ordinances.

As insurance agents, you use the EC to determine policy rates. And, if the map changes, you can use the EC to determine whether the building complies with any new or changed requirements.



Who Certifies the Elevation?



Because the levels are being documented, a qualified professional, such as a surveyor, engineer, or architect must certify the elevation.

One example of information the professional might determine is:

Even though the structure is elevated, there may be property stored below the structure, such as in an enclosed storage area. This property could be below the BFE, and is therefore, at a greater risk for damage.



Finding a Professional

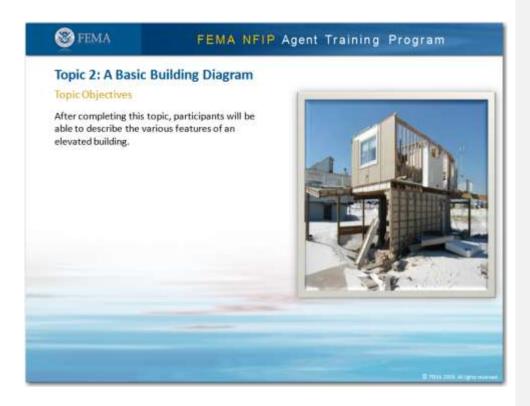


You can find a qualified professional through word-of-mouth, state professional association for land surveyors (http://www.lsrp.com/lsassocbystate.pdf), state NFIP coordinator, local community's building permit office, and Yellow Pages under the term "Surveyors."



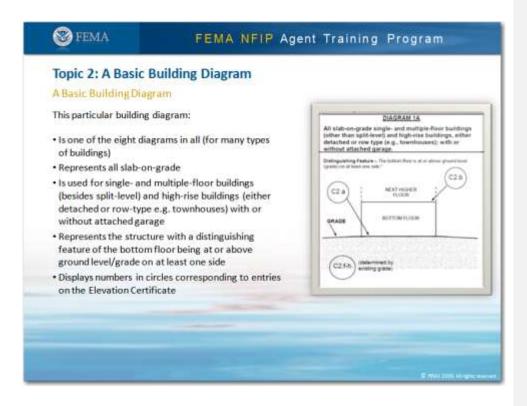
Topic 2: A Basic Building Diagram

Topic Objectives





A Basic Building Diagram



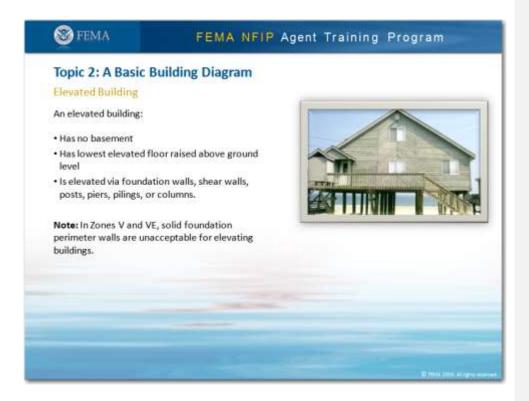
The slide displays an example of one of the eight diagrams that guides the professional who certifies the elevation.

This is the simplest diagram, which represents a building on a slab, with at least one side of the bottom floor at or above ground level.

The circled numbers correspond to entries on the Elevation Certificate.



Elevated Building



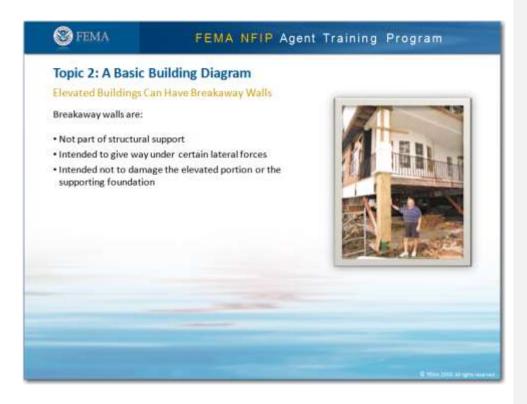
Here's FEMA's definition: two walls and a roof.

A building is called 'elevated' when it does not have a basement.

By definition, a basement is any area with its floor below ground level on all sides. An elevated building is raised above ground level by structures, such as posts, piers, and pilings. In some coastal zones, solid foundation walls are unacceptable for elevating buildings.



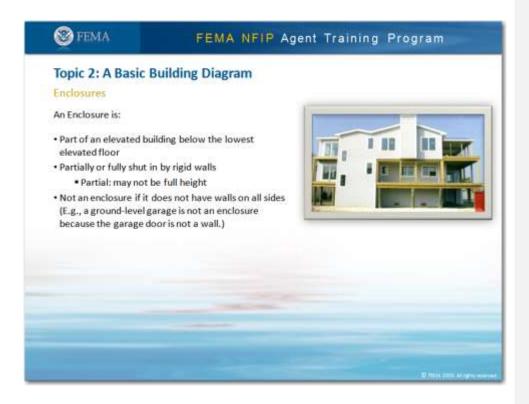
Elevated Buildings Can Have Breakaway Walls



An elevated building can make use of breakaway walls. These are typically ground-level walls that are not part of the structural support. They are designed to give way, for example, under the pressure of floodwater, without causing damage to the elevated portion of the building or to the supporting foundation.



Enclosures



The elevation certificate will document the presence of any enclosures.

An enclosure is part of an elevated building **below** the lowest elevated floor. In the photo, the areas on the ground floor, in the center, appear to be enclosures.

The area to the right on the ground floor is open on one side and is, therefore, not an enclosure.



Flood Vents



Flood Vents refer to permanent openings to allow free movement of water. The Elevation Certificate will indicate the presence of any flood vents in Section A. The EC will also capture the square footage of the enclosure, number of permanent openings, and net area of the openings.





- 1. Can windows, doors, or similar structures serve as flood vents?
 - a. Yes
 - b. No
- 2. What should be the size of opening in flood vent for a 10X10 foot enclosure?
 - a. 200 sq inches
 - b. 400 sq inches
 - c. 100 sq inches



Use of Elevation Certificates



Although optional, pre-FIRM construction in the SFHAs does not require an elevation to determine insurance premiums. As discussed earlier, an EC can provide lower premiums than pre-FIRM rates when the structure is one or more feet above the BFE.

B, C, or X zones do not need an EC to determine a rate. In fact, the rates are not based on elevation levels and the FIRMs do not provide BFEs in those non-SHFAs.

Because rates for post-FIRM buildings are based on the difference of the LFE and the BFE, in most cases, an EC will be required to determine the premium.



Topic 3: Sections of an Elevation Certificate

Topic Objectives





EC Sections



Here is a description for each section in the EC:

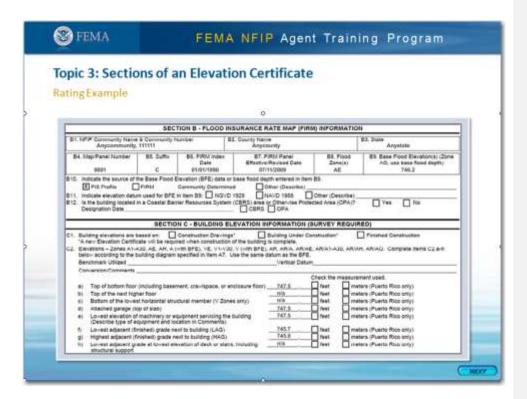
- > Section A documents information about the property i.e. the owner, the location, and the use.
- > Section B documents information about the current Flood Insurance Rate Map (FIRM). Notice that box B9 shows the Base Flood Elevation (BFE).
- > Section C is where the building elevation appears. This section requires survey. Items under C2 comprise elevations of various parts of the building. The information in Section C relates to elevations and flood mitigation features of the building itself. This section contains measurements the surveyor took to complete the EC. These measurements will help you accurately rate a flood insurance policy and will also be used by FEMA and the local communities to assist with their floodplain management compliance issues. This section does not specifically identify for you the Lowest Floor Elevation that must be used for rating purposes. You must make the final determination regarding which measurement should be used to accurately rate the policy and calculate the premium.



- ➤ In Section D, the surveyor, engineer, or architect certifies the elevation.
- > Zones A and AO do not require a survey.
- ➤ The property owner completes Sections E and F to indicate that the elevation information is accurate.
- > Section G is a space for optional community information. An example of how this section is used is: "a community official certifies that elevation information was taken from documents signed and sealed by a professional who was authorized to certify elevation." In other words, elevation was certified by transferring information from certified documents onto the file in the community.



Rating Example







Here's an example for a building on a slab. Let's say the BFE on the FIRM is 746.2.

- > The surveyor finds that the top of the bottom floor—in this case, the slab—has an elevation of 747.5.
- > The top of the next higher floor has an elevation of 757.5
- > The lowest adjacent grade is 745.7.
- > The highest adjacent grade is 747.5.
- 1. Given these figures, what's the elevation of the lowest floor of this building? Type your answer in the space provided below.
- 2. What's the difference between this floor and BFE?
 - a. 0.5
 - b. 1.3
 - c. 0.7





Poll Question: What do you think?

Looking at an image and the completed elevation certificate, answer the following certificates.

Comment [V1]: Do we need to show an elevation certificate here?

- 1. What does C2a represent?
 - a. Top of bottom floor
 - b. Next higher floor
 - c. Lowest adjacent grade
 - d. Highest adjacent grade
- 2. What does C2b represent?
 - a. Top of bottom floor
 - b. Next higher floor
 - c. Lowest adjacent grade
 - d. Highest adjacent grade
- 3. What does C2f represent?
 - a. Top of bottom floor
 - b. Next higher floor
 - c. Lowest adjacent grade
 - d. Highest adjacent grade

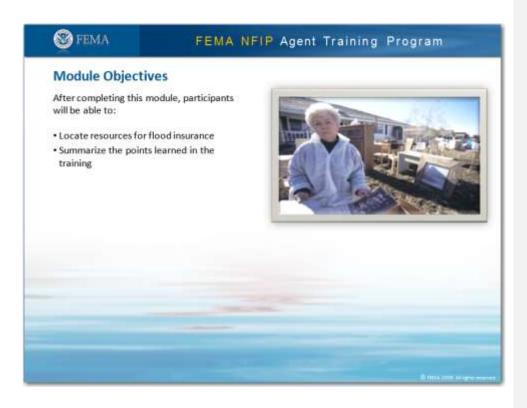


Module 8: Resources and Summary





Module Objectives





Resources for Insurance Agents and their Clients





Agent Training



The NFIP/H2O instructor-led training seminars can be accessed at:

- Agents
 - http://www.fema.gov/business/nfip/a_wshop.shtm
- > Lenders
 - http://www.fema.gov/business/nfip/l_wshop.shtm



FloodSmart.gov



FloodSmart.gov is the official Web site of NFIP. Not only does it provide information and guidance for people interested in obtaining flood insurance or filing a claim, it includes connection to a secure site for flood insurance agents.



Agents.FloodSmart.gov



Agents.FloodSmart.gov, as displayed by the logo, is a site for NFIP agents. You can find information about claims, flood insurance products, and training. The Web site also contains a marketing calendar to help coordinate your own insurance activity.



The Flood Insurance Library



FEMA has an online flood insurance library. You can obtain manuals and handbooks here. You can access tools, such as the Community Rating System and the Community Status books.

One handy resource is the four-page summary of coverage.



NFIP Flood Insurance Manual



An essential tool is the NFIP Flood Insurance Manual. You can obtain it only at the link shown on the slide, or order a hard copy from the FEMA Map Service Center.



Publications, Stuffers, Information Sheets



NFIP also has a list of publications, including stickers, stuffers, brochures, and information sheets. One example is "Myths and Facts about the National Flood Insurance Program," which outlines ways to strike conversation with your clients who are considering flood insurance.



FEMA's Map Service Center



You are already familiar with the Map Service Center. As a review of this resource, this slide gives you the direct link. After the seminar, please take some time to go to each of the links provided in this section as bookmark them for future reference.



October 1, 2010 Changes



The purpose of this memorandum is to provide notification of the changes that the NFIP will implement effective October 1, 2010, as specified below:

- Increased building and contents rates
- > Revised Increased Cost of Compliance (ICC) premiums
- > Requirement to obtain applicable information in Part 2 of the Flood Insurance Application for all buildings
- > Revised Pre-FIRM Rating instruction for Lowest Floor Guide (LFG) page 58
- Required information for WYO Companies and the NFIP Servicing Agent to include on the policy declarations page



Premium Increases (4% Average)



Premiums will increase by an average of 4% for policies written or renewed on or after October 1, 2010. Here is an overall breakdown of how the premium increase affects various zone types:

V Zones (coastal high-velocity zones)

Larger rate increases are being implemented again this year as a result of the Heinz Center's Erosion Zone Study, which clearly indicates that current rates significantly underestimate the increasing hazard from steadily eroding coastlines.

- Post-FIRM V Zones: Premiums will increase 9%.
- Pre-FIRM V Zones: Premiums will increase 3%.

> A Zones (non-velocity zones, which are primarily riverine zones)

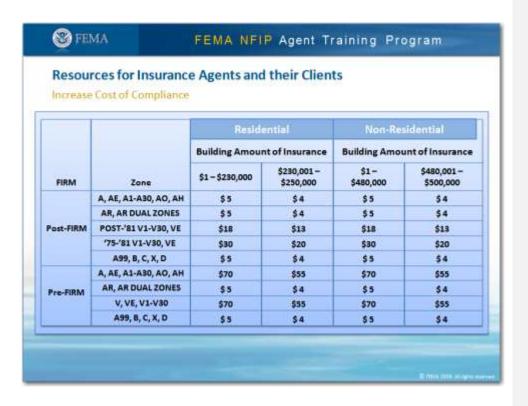
Post-FIRM A1-A30 and AE Zones: Premiums will increase 6%.



- Pre-FIRM AE Zones: Premiums will increase 3% to slightly decrease the amount of subsidy in our Pre-FIRM rate.
- AO, AH, AOB, and AHB Zones (shallow flooding zones): Premiums will increase 1%.
- Unnumbered A Zones (remote A Zones where elevations have not been determined): Premiums will increase 5%.
- A99 Zones (approved flood mitigation projects, e.g., levees still in the course of construction) and AR Zones: Premiums will increase 9%.
- > X Zones (zones outside the Special Flood Hazard Area)
 - Standard Risk Policy: Premiums will increase 7%.
- > Mortgage Portfolio Protection Program (MPPP): Premiums will increase by 10%.



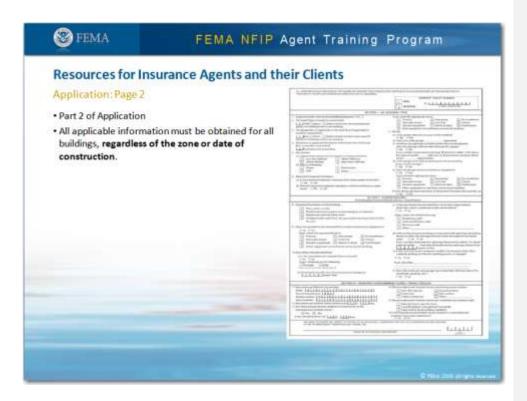
Increase Cost of Compliance



Effective October 1, 2010, ICC premiums, with one exception, are decreasing to better match premium with expected payments. The premium for those paying \$4 will remain unchanged. The increase in premium varies by zones.



Application: Page 2



Effective October 1, 2010, on the Flood Insurance Application Part 2, all applicable information must be obtained for all buildings regardless of the zone or date of construction.



Training Summary

